

FOR IMMEDIATE RELEASE  
February 11, 1988

Contact: Jan McDaniel  
(415) 961-3300

## **Federal Telecommunications Market To Reach \$3.8 Billion by 1992**

February 11, 1988 Mountain View, CA – The Federal government market demand for telecommunications products and services will increase from \$2.7 billion in fiscal 1987 to \$3.8 billion in fiscal 1992. The market will experience a sustained growth at an average annual rate of 7% through the five-year forecast period, projects a new report from INPUT, a leading computer and communications industry market research firm.

The report, titled Federal Telecommunications Market, 1987-1992, highlights major defense and civilian telecommunication over the next five years with special emphasis on systems such as GSA's FTS 200 and DCA's Defense Switched Network. The report also examines the regulations, policies and standards which will impact on future telecommunications acquisitions.

Federal Telecommunications Market discusses the federal agencies' acquisition of networks and new telephone systems and their revision of requirements in anticipation of future cost increases and mission requirements. Staffing and federal budgetary constraints have created an increasingly competitive environment for the federal telecommunications dollar. Furthermore, the problems associated with the pending FTS 200 contract(s) also presents a variety of effects on the marketplace.

The report examines the key issues and concerns of the government agencies as identified through the recent survey. The major concerns include security and privacy issues and implementation of new standards which will be the controlling criteria for selection of voice and data telecommunications services. Technological impacts on the federal marketplace were also exhibited.

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Competitive trends in the marketplace are discussed. The report also identifies the leading telecommunications vendor which have been awarded major telecommunications contracts. Industry perspectives regarding standards, the FTS 2000 proposal and technological developments are examined. Recommendations and specific business opportunities in telecommunications conclude the report.

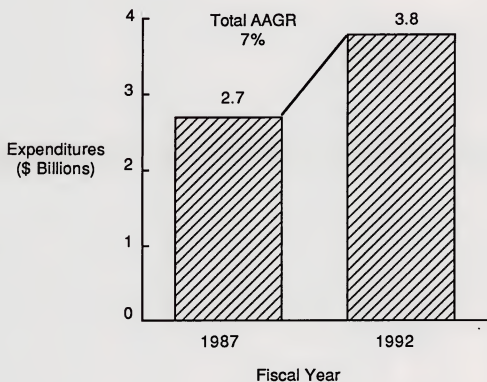
*Federal Telecommunications Market* is available from INPUT's federal government research office at 8298 C Old Courthouse Road, Vienna, VA 22180, (702) 847-6870, or INPUT's headquarters office at 1280 Villa Street, Mountain View, CA 94041, (415) 961-3300.

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Note to Editors: For an editorial review copy of the report's Executive Overview contact Jan McDaniel at (415) 961-3300.



# FEDERAL TELECOMMUNICATIONS MARKET FORECAST, GFY 1987-1992



Note: Dollars are rounded to the nearest \$100 million.

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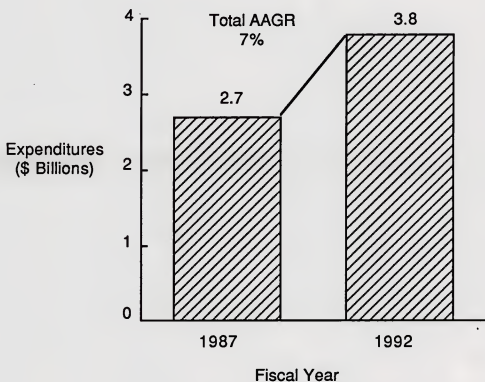
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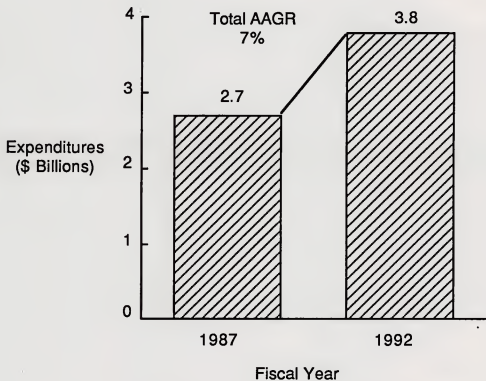
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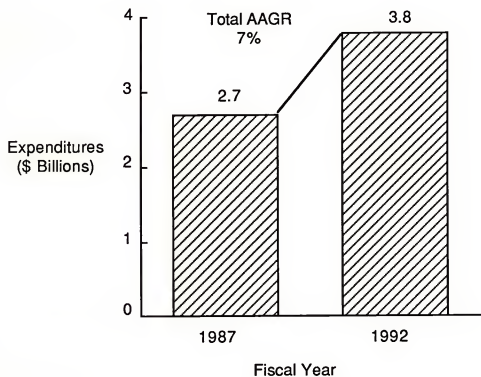
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